

(高级)地区经理

Job ID
REQ-10088283

十月 15, 2026

China

摘要

一线销售经理 FLM)通过领导多元化的商业团队并与主要利益相关者互动来推动量身定制的客户体验并提供价值,从而推动销售业绩。他们招募、培养、留住和指导个人,以成功实现战略和商业区域目标。他们灌输了一种高绩效和问责制的文化,激励和激励团队以合规和合乎道德的方式执行以客户为中心的品牌战略和战术 FLM
领导、执行和跟进其所在地区的品牌战略和战术,分享现场见解,以推动客户、参与度和绩效。

About the Role

关于此角色：

作为一线业务领导者,您将带领团队推动辖区业务发展,通过人才培养、团队赋能与跨职能协作,将战略转化为执行成果,在提升业务表现的同时,为更多患者带来积极改变。

主要职责：

- | 负责辖区业务发展及团队管理, 带领团队依法依规开展药品信息传递和学术沟通, 确保业务活动符合国家法律法规及公司合规要求
- | 通过业务规划、团队辅导、绩效管理和跨职能协作推动区域业务发展, 持续提升团队专业能力和执行质量
- | 培养和发展人才, 建设高敬业度团队, 践行诺华“求知、赋能、诚信、激发”的价值观, 发挥影响力, 赋能团队成长, 为患者创造更大价值

对多元化和包容性/平等就业机会的承诺：

诺华致力于为我们所服务的患者和社区建立一个优秀、包容的工作环境和多元化的团队。

基本要求：

- | 需符合医药代表备案管理规定的专业与学历, 以及从业资格要求
- | 大学本科及以上学历
- | 良好的英语听说读写能力
- | 3年以上制药行业相关经验, 1年以上管理经验
- | 出色的团队管理/领导能力
- | 合规意识强

Why Novartis: Helping people with disease and their families takes more than innovative science. It takes a community of smart, passionate people like you. Collaborating, supporting and inspiring each other. Combining to achieve breakthroughs that change patients' lives. Ready to create a brighter future together? <https://www.novartis.com/about/strategy/people-and-culture>

Benefits and Rewards: Learn about all the ways we'll help you thrive personally and professionally. [Read our handbook \(PDF 30 MB\)](#)

部门
International

Business Unit
Sales

地点
China

站点
Beijing (Beijing)

Company / Legal Entity
CN06 (FCRS = CN006) Beijing Novartis Pharma Co., Ltd

Functional Area
Sales

Job Type
Full time

Employment Type
正式销售经理)

Shift Work
No

```
var kPlayer = KalturaPlayer55802022 || KalturaPlayer; var config = { targetId:
"kalturaplayer6ad1d580874c0356735753", provider: { widgetId: "10m7rm1pm", partnerId:
"2076321", uiConfId: "55802022" }, playback: { autoplay: false, autopause: false, muted: false, loop:
false }, sources: { options: {}, startTime: 0 }, disableUserCache: "true", plugins: {}, sources: { options:
{}, startTime: 0 }, ui: { showCCButton: false, settings: { showQualityMenu: true, showSpeedMenu:
false }, components: { fullscreen: { disableDoubleClick: false } }, uiComponents: [ { presets:
['Playback', 'Live'], area: 'BottomBarRightControls', replaceComponent: 'Fullscreen', get:
kPlayer.ui.components.Remove } ] } }; // Check and add plugins only if they exist if
(kPlayer.plugins["download"]) { config.plugins.download = { disable: true }; } if
```

```
(kPlayer.plugins["transcript"]) { config.plugins["playkit-js-transcript"] = { position: "right", // Default:
bottom;('left', 'right', 'top', 'bottom') to enable transcript. expandMode: "over", // Default:
alongside;('alongside', 'hidden', 'over') expandOnFirstPlay: false, showTime: true, downloadDisabled:
false, printDisabled: false, disable: true }; } if (kPlayer.plugins["preventSeek"]) {
config.plugins.preventSeek = { preventSeekForward: false, preventSeek: false }; }
config.plugins.floating = { disable: true }; if (kPlayer.plugins["navigation"]) { config.plugins.navigation =
{ position: "right", expandMode: "over", expandOnFirstPlay: false, visible: false }; } if
(kPlayer.plugins["hotspots"]) { config.plugins["playkit-js-hotspots"] = { disable: true }; } if
(kPlayer.plugins["moderation"]) { config.plugins["playkit-js-moderation"] = { disable: true }; } if
(kPlayer.plugins["info"]) { config.plugins["playkit-js-info"] = { disable: true }; } if
(kPlayer.plugins["share"]) { config.plugins.share = { disable: true }; } config.ui.uiComponents = []; if
(kPlayer.plugins["googleAnalytics"]) { config.plugins.googleTagManager = {};
config.plugins.googleTagManager.customEventsTracking = {};
config.plugins.googleTagManager.containerId = 'GTM-57RJQ5';
config.plugins.googleTagManager.customEventsTracking.custom = [];
config.plugins.googleTagManager.customEventsTracking = { preset: { coreEvents: true, UIEvents:
false, playlistEvents: false, castEvents: false } }; }
```

```
// Ensure the global player registry array always exists, regardless of embed type.
window.kalturaPlayerVideos = window.kalturaPlayerVideos || []; try { var thumbEmbedPromise =
thumbnailEmbed({config, mediaInfo: {entryId: "1dgfvmafo"}}); // thumbnailEmbed() returns a
Promise that resolves with the player instance // when the user clicks the thumbnail. Use .then() to
capture the player directly. thumbEmbedPromise.then(function(player) {
window.kalturaPlayerVideos.push(player); // Notify kalturadatalayer.js that a new player is ready so
it can // attach custom event listeners immediately, regardless of when // the user clicked the
thumbnail relative to page load. document.dispatchEvent(new CustomEvent('kalturaPlayerReady', {
detail: { player: player } })); }) .catch(function(error) { console.error(error); }); } catch (e) {
console.error(e.message) }
```

无障碍及便利 设施

诺华 承 诺 与残障人士共事并 为 他 们 提供合理的便利 设施。如果您由于健康状况或残障 在招聘 过程
的任何 环节 需要合理便利 设施 或者 为了履行 职位的基本 职能 请发 送 电 子 邮 件 至
diversityandincl.china@novartis.com 告知您的需求和 联 系 方式, 并在 邮 件中附上您的 职 位 申 请 编
号。

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2. <https://www.novartis.com/sites/novartiscom/files/novartis-life-handbook.pdf>
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